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Tobacco and Products

Annual

2002

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Report Highlights: Japanese domestic leaf production in 2001 totaled 60,565 metric tons (MT), farm sales weight, down slightly from 60,803 MT in the previous year. Planting area also declined from 23,991 ha. the previous year to 23,411 ha. These trends are expected to continue. While Japan's cigarette imports also declined marginally, U.S. retained a 95% share of the import market.

Includes PSD changes: Yes Includes Trade Matrix: Yes Annual Report Tokyo [JA1], JAPAN

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Executive Summary

Japanese domestic leaf production in 2001 totaled 60,565 metric tons (MT), farm sales weight, down slightly from 60,803 MT in the previous year. Planting area also declined from 23,991 ha. the previous year to 23,411 ha. These trends are expected to continue as a result of farm labor shortages.

Total cigarette consumption in 2001 was 319.3 billion pieces, down 1.6 % from the previous year's domestic production. Sales of imported cigarettes grew 0.8% to 25.7% of the market. The U.S. supplies 95% of all cigarette imports.

According to JT's annual cigarette market survey, the smoking rate for males declined 1.5% to a record low 52.0%, but female smoking increased 1% to 32.7% in 2001.

Tobacco, Unmfg., Total

Production

Japanese domestic leaf production in 2001 totaled 60,565 metric tons (MT), farm sales weight, down slightly from 60,803 MT in previous year. Japan Tobacco, Inc. (JT), Japan's only legally authorized buyer of tobacco leaf, began purchasing domestic tobacco in the Okinawa Prefecture on July 24, 2001 and concluded in the Fukushima Prefecture on February 8, 2002.

As a result of extensive crop damage on tobacco farms from a typhoon hitting most of Okinawa in mid-May, 2001, the quality and yield of crops in the prefecture suffered. The loss of yield, however, was more than offset by unanticipated growth in yield in the rest of leaf farming prefectures.

Crop Area

As discussed below, the target planting area is 23,720 hectares (ha.), but in 2001, only 23,411 ha. were planted, producing 60,656 MT of leaf tobacco, down 2% from the previous year. In a continuing decline, the number of tobacco farmers also declined 5% from 22,864 in 2000 to 21,668 in 2001.

On November 21, 2001, Japan's Tobacco Deliberations Council, a tobacco policy-setting group consisting of 11 members representing administrators, tobacco growers, and academics, recommended a new tobacco farming plan for the 2002 growing season (See table below). However, actual crop area continues to decline, due to a farm labor shortage and poor economic performance in this sector.

| CROP AREA BY TYPE OF TOBACCO LEAF BY YEAR (Hectares) | | | | | | |
|--|--------|--------|--------|--------|---------|--|
| Leaf Type | 2 | 2000 | 2001 | | 2002 1/ | |
| | Target | Actual | Target | Actual | Target | |
| Flue-Cured 2/ | 17,131 | 16,407 | 16,520 | 16,112 | 16,250 | |

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| Burley 3/ | 7,631 | 7,244 | 7,310 | 6,981 | 7,100 |
|--------------------------|--------|---------|--------|--------|--------|
| Light Air-Cured 4/ | 373 | 340 | 380 | 318 | 370 |
| TOTAL | 25,135 | 23,991 | 24,210 | 23,411 | 23,720 |
| Difference (Actual area) | - | (1,144) | - | (799) | - |

(Source: Japan Tobacco Inc.)

According to the Japanese Tobacco Farmers Association, the 2002 crop area under contract, as of 31 March 2002, is down 2.5% from the target.

| TOBACCO CROP AREA FOR 2002: TARGET vs. CONTRACT (Ha.) | | | | |
|---|---------------------|----------|-------|--|
| Type of Leaf | Target Vs (Mar.: | Variance | | |
| | Target Contracted | | | |
| Flue-Cured | 16,250 | 15,958 | (292) | |
| Burley | 7,100 | 6,852 | (248) | |
| Light Air-Cured | 370 | 305 | (65) | |
| Total | 23,720 | 23,115 | (605) | |

Yield

| PRODUCTION AND YIELD PER HECTARE FOR JAPANESE LEAF TOBACCO (Units: Production-Metric Tons; Yield-Kilogram/hectare) | | | | | | |
|--|-----------------|-----------|-----------------|-----------|--|--|
| | 2000 |) | 200 | 1 | | |
| Leaf Type | Farm Production | Yield 1/ | Farm Production | Yield 1/ | | |
| Flue-Cured 2/ | 42,217 MT | 2,570 Kg. | 41,289 MT | 2,560 Kg. | | |
| Burley 3/ | 17,755 MT | 2,450 Kg. | 18,413 MT | 2,640 Kg. | | |
| Light Air-Cured 4/ | 831 MT | 2,440 Kg. | 863 MT | 2,710 Kg. | | |
| TOTAL | 60,803 MT | 2,530 Kg. | 60,565 MT | 2,590 Kg. | | |
| % Growth (Yr./Yr.) | - 6.1 % | - 3.1 % | - 0.4 % | + 2.4 % | | |

^{1/} Target crop area for the year, as authorized by Tobacco Deliberations Council. 2/ Consisting of 4 types of leaf. 3/ Consisting of 2 types of leaf. 4/ Consisting of 3 types of leaf.

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Growers are no longer meeting their production commitment to JT. JT is Japan's only authorized producer of cigarettes and is legally obligated to purchase all domestically grown tobacco leaf. Under a gentlemen's agreement, JT and the Japanese Tobacco Growers' Association have agreed to maintain an annual crop area of 23,720 ha. Designed to secure a minimum level of domestic leaf for JT and stabilize farm income for farmers, The unwritten agreement between JT and tobacco growers has broken down since 1999.

The "advance leaf pricing program", introduced in 1999, is also intended to support the 23,720 ha. agreement and secure an adequate supply of domestically grown leaf for JT. Through this program, JT's leaf purchasing prices are established ahead of the crop year so that growers are guaranteed prices. The effectiveness of this pricing program, however, has been limited because of chronic farm labor shortage,

Prices

In line with an industry agreed to pricing formula, the weighted average price for crops in 2001 was 1,895 Yen per kilogram (kg), down slightly from the previous year. See table below. JT's total outlay for purchasing domestic tobacco crops in 2001 was 114,800 million Yen, (approx. \$883 million), down slightly from 117,100 million Yen in the previous year.

| AVERAGE PURCHASE PRICES BY TYPE OF LEAF (Yen per Kilogram; Farm Sales Weight Basis) | | | | | |
|---|------------|--------|---------------------|---------|-------------------|
| Crop Year | Flue-Cured | Burley | Light Air- Cured | Average | Yr./Yr. Change |
| 2001 | 1949 | 1,777 | 1,827 | 1,895 | - 1.6 % |
| 2000 | 1,968 | 1,826 | 1,929 | 1,926 | +2.5% |
| 1999 | 1,915 | 1,794 | 1,894 | 1,879 | +1.4% |
| 1998 | 1,916 | 1,721 | 1,870 | 1,853 | -2.5% |
| 1997 | 1,974 | 1,745 | 1,950 | 1,901 | +1.5% |
| 1996 | 1,949 | 1,718 | 2,008 | 1,872 | -3.6% |
| 1995 | 2,011 | 1,789 | 2,055 | 1,941 | -0.7% |
| 1994 | 2,048 | 1,761 | 2,061 | 1,955 | +2.8% |
| 1993 | 1,979 | 1,749 | 2,051 | 1,901 | -3.5% |
| 1992 | 2,032 | 1,809 | 2,161 | 1,969 | +5.2% |
| 1991 | 1,931 | 1,721 | 2,131 | 1,872 | +0.9% |
| 1990 | 1,937 | 1,656 | 2,060 | 1,854 | +0.8% |
| 1989 | 1,940 | 1,570 | 2,060 | 1,840 | - |

(Source: Japan Tobacco Growers' Association)

Consumption

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JT's actual leaf tobacco use for cigarette production and inventory levels are proprietary. However, Post estimates the annual consumption and year-end inventory level for tobacco leaf at 200,000 MT. Thirty-five to 40% of JT's total consumption is comprised of domesticly grown leaf.

Trade

Japanese tobacco leaf imports, declined 5% from the previous year to 93,928 MT in 2000 and dropped further to 92,425 MT in 2001. The U.S. market share of Japanese leaf imports during the last two years remained stable at about 41%, however.

Japanese leaf imports totaled \$516 million (Japan's customs basis) in 2001, down slightly from \$519 million in the previous year. Because of higher world prices, however, the U.S. share was \$299 million, 58% of total imports, up 2.5% from the previous year.

Japan's tobacco leaf exports in 2001 totaled 784 MT, up significantly from 322 MT the previous year, albeit from a low base. Most of the shipments went to France and Belgium.

Import Trade Matrix

| Import Trade Matrix | | | |
|------------------------|---------------------------|-----------|-------|
| Country | Japan | | |
| Commodity | Tobacco, Unmfg., Total | | |
| Time period | Jan-Dec | Units: | MT |
| Imports for: | 2000 | | 2001 |
| U.S. | 38283 | U.S. | 38372 |
| Others | | Others | |
| Brazil | 16070 | Brazil | 17734 |
| Malawi | 12019 | Malawi | 8130 |
| Italy | 5653 | Zimbabwe | 6088 |
| Greece | 4263 | Italy | 4723 |
| Zimbabwe | 3636 | Greece | 4104 |
| China | 3073 | China | 3144 |
| Turkey | 2946 | Turkey | 2820 |
| Zambia | 875 | Zambia | 1120 |
| Thailand | 804 | Argentina | 951 |
| Macedonia | 784 | Thailand | 777 |
| Total for Others | 50123 | | 49591 |
| Others not Listed | 5522 | | 4462 |
| Grand Total | 93928 | | 92425 |

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Export Trade Matrix

| Export Trade Matrix | | | |
|------------------------|---------------------------|---------|------|
| Country | Japan | | |
| Commodity | Tobacco, Unmfg., Total | | |
| Time period | Jan-Dec | Units: | MT |
| Exports for: | 2000 | | 2001 |
| U.S. | 0 | U.S. | 0 |
| Others | | Others | |
| France | 322 | France | 662 |
| | | Belgium | 116 |
| | | Vietnam | 3 |
| | | China | 3 |
| Total for Others | 322 | | 784 |
| Others not Listed | 0 | | 0 |
| Grand Total | 322 | | 784 |

Tobacco, Mfg. Cigarettes

Production

Information on JT's actual cigarette production, like leaf use, is not publicly available. However, Post estimates, on the basis of the cigarette industry's sales data, that Japan produced 237.2 billion cigarettes in 2001, down 7.4% from the previous year. A little over 1 billion pieces (pcs.), about 0.5%, was non-filter cigarette production. Post forecasts that Japan's total, and the shares of filter and non-filter production will be stable into 2002.

Consumption

Tobacco Institute of Japan, the key producer association in Japan, reported that in JFY 2001 (May-April), JT sold 237.2 billion cigarettes from domestic production, down 2.4% from previous year. Sales of imports totaled 82.1 billion pcs., up 0.8% from previous year. As a result, the market share for imports increased slightly to a record 25.7% in 2001 from the previous year. The retail value for imports declined slightly, to just over 1 trillion Yen (Approx. \$0.83 billion), as the value of domestic sales dropped 2.3%.

CIGARETTE CONSUMPTION BY YEAR, VOLUME & VALUE (Volume-Billion p'cs : Value-Billion Yen/Japanese Fiscal Year: Apr.-Mar.)

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| Year (JFY): | Vo | olume | Va | alue |
|--------------------------------------|-------|----------|---------|----------|
| Domestic vs. Imports | Sold | % Change | Sold | % Change |
| 2001 | 319.3 | -1.6% | 4,103.7 | -1.5% |
| Domestic : | 237.2 | -2.4% | 3,022.3 | -2.3% |
| Import Share : (25.7%) | 82.1 | + 0.8% | 1,081.4 | + 0.7% |
| 2000 | 324.5 | -2.3% | 4,168.1 | -2.2% |
| Domestic: | 243.1 | -2.8% | 3,094.3 | -2.6% |
| Imports Share: (25.1%) | 81.4 | -0.9% | 1,073.8 | -0.8% |
| 1999 | 332.2 | -1.3% | 4,260.0 | +4.2% |
| Domestic: | 250.1 | -2.9% | 3,177.4 | +2.9% |
| Import Share:(24.7%) | 82.1 | +3.9% | 1,082.6 | +8.0% |
| 1998 Domestic: Import Share :(23.5%) | 336.6 | +2.6% | 4,089.9 | +4.9% |
| | 257.6 | +1.2% | 3,087.0 | +3.8% |
| | 79.0 | +7.5% | 1,002.8 | +8.7% |
| 1997 | 328.1 | -5.8% | 3,897.1 | -2.5% |
| Domestic: | 254.6 | -5.9% | 2,974.3 | -2.8% |
| Import Share: (22.4%) | 73.5 | -5.4% | 922.8 | -1.9% |
| 1996 | 348.3 | +4.1% | 3,999.2 | +4.3 |
| Domestic: | 270.6 | +2.6% | 3,058.6 | +2.9% |
| Import Share: (22.3%) | 77.7 | +9.4% | 940.7 | +9.2% |
| 1995 | 334.7 | +0.1% | 3,832.7 | +0.4% |
| Domestic: | 263.7 | -1.9% | 2,971.6 | -1.5% |
| Import Share: (21.2%) | 71.0 | +8.4% | 861.1 | +7.6% |
| 1994 | 334.4 | +0.5% | 3,818.3 | +0.9% |
| Domestic: | 268.9 | -1.5% | 3,018.0 | -1.0% |
| Import Share: (19.6%) | 65.5 | +9.7% | 800.3 | +9.2% |
| 1993 | 332.6 | +1.1% | 3,781.7 | +1.6% |
| Domestic: | 272.9 | +0.1% | 3,049.0 | +0.7% |
| Import Share: (17.9% | 59.7 | +6.2% | 732.8 | +5.8% |
| 1992 | 328.9 | +0.2% | 3,721.6 | +0.7% |
| Domestic: | 272.7 | -0.5% | 3,029.3 | +/-0% |
| Import Share: (17.1%) | 56.2 | +3.6% | 692.4 | +3.7% |
| 1991 | 328.3 | +2.0% | 3,696.5 | +2.8% |
| Domestic: | 274.1 | +1.2% | 3,028.9 | +2.0% |
| Import Share: (16.5%) | 54.2 | +6.1% | 667.6 | +6.8% |

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According to JT's smoker survey conducted in May 2001, cigarette consumption increased slightly to 33,140,000 people. Key findings of JT's annual market survey:

• Male smoking declined 2.2% to 52% in 2001. Between 1991 and 1996 the male smoking rate declined at an annual 0.74%; the decline increased to about 1.0% between 1996 and 2000.

- Female smoking increased 1% to a 19 year high of 14.7% in 2001.
- Older smokers tend to smoke less.

Source: International comparison in the smoking rate by sex for 1995, World Health Organization

| Sex \ Country | Japan | U.S. | Germany | France | China |
|--------------------|-------|------|---------|--------|-------|
| Male smokers (%) | 58.8 | 28.1 | 36.8 | 40.0 | 61.0 |
| Female smokers (%) | 15.2 | 23.5 | 21.5 | 27.0 | 7.0 |

| Japan's Smoking Rate and Population 1/ | | | | | | |
|--|------|--------------|-------|-----------------------------|--------|-----------|
| Year | Smo | king Rate(%) | 2/ | Smoking Population (10,000) | | 0,000) 3/ |
| | Male | Female | Total | Male | Female | Total |
| 2001 | 52.0 | 14.7 | 32.7 | 2,544 | 770 | 3,314 |
| 2000 | 53.5 | 13.7 | 32.9 | 2,600 | 713 | 3,313 |
| 1999 | 54.0 | 14.5 | 33.6 | 2,608 | 749 | 3,357 |
| 1998 | 55.2 | 13.3 | 33.6 | 2,647 | 681 | 3,328 |
| 1997 | 56.1 | 14.5 | 34.6 | 2,669 | 736 | 3,405 |
| 1996 | 57.5 | 14.2 | 35.1 | 2,708 | 714 | 3,422 |
| 1995 | 58.8 | 15.2 | 36.3 | 2,736 | 755 | 3,491 |
| 1994 | 59.0 | 14.8 | 36.2 | 2,716 | 727 | 3,443 |
| 1993 | 59.8 | 13.8 | 36.1 | 2,719 | 670 | 3,389 |
| 1992 | 60.4 | 13.3 | 36.1 | 2,712 | 637 | 3,349 |
| 1991 | 61.2 | 14.2 | 36.9 | 2,715 | 672 | 3,387 |
| 1990 | 60.5 | 14.3 | 36.7 | 2,651 | 668 | 3,319 |
| 1989 | 61.1 | 12.7 | 36.1 | 2,643 | 587 | 3,230 |

(Source: Japan Tobacco Inc.)

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Notes:

1/ Based on JT's annual market survey, conducted in May.

- 2/ Statistical average rate.
- 3/ Statistical estimation.

| Smoking Rate By Age Bracket & Sex in 2001 | | | | | | | |
|---|------------|---------------|------------|---------------|--|--|--|
| Age Bracket | N | Tale | Fer | male | | | |
| | Smoke Rate | Change(01/00) | Smoke Rate | Change(01/00) | | | |
| Over 60 yrs. | 36.7 % | - 1.0 points | 6.8 % | - 0.1 points | | | |
| 50 - 59 yrs. | 53.6 % | - 0.5 points | 13.3 % | + 1.3 points | | | |
| 41 - 49 yrs. | 59.6 % | -0.4 points | 18.9 % | + 2.1 points | | | |
| 31 - 39 yrs. | 62.0 % | - 1.4 points | 19.7 % | + 2.0 points | | | |
| 21 - 29 yrs. | 56.9 % | - 4.0 points | 24.1 % | + 2.2 points | | | |

(Source: Japan Tobacco, Inc.)

Consumer Taste Preferences

There are approximately 270 different brands of cigarette marketed in Japan. Factors affecting purchasing decisions include flavor, package designs and, increasingly, tar and nicotine content. Reflecting smokers' health concerns, smokers are increasingly opting for lower tar cigarettes. The combined share of cigarettes with less than 6 mg. accounted for 46% of the market in 2001, up from 44% in 1998 and 37% in 1995. Sales of brands with 1 mg. or less increased 1.2% from the previous year, and accounted for 13.8% of the market in 2001

| Market Share by Tar Content & Year. (%) | | | | | | | | | |
|---|------|------|------|--------|--------|--------|-------------|-------------|--|
| Year / Tar Content | 1 mg | 2 mg | 3 mg | 4-5 mg | 6-7 mg | 8-9 mg | 10-11 mg | 12-24 mg | |
| 2001 | 13.8 | 2.3 | 5.6 | 10.1 | 15.0 | 22.9 | 12.5 | 18.1 | |
| 2000 | 12.6 | 2.5 | 5.6 | 5.4 | 20.4 | 23.1 | 12.9 | 17.6 | |
| 1999 | 11.5 | 2.3 | 5.6 | 5.7 | 20.7 | 21.3 | 15.1 | 17.8 | |
| 1998 | 11.0 | 1.9 | 4.7 | 6.0 | 20.9 | 21.5 | 16.1 | 17.9 | |
| 1997 | 9.9 | 1.3 | 4.4 | 6.2 | 21.5 | 20.5 | 7.4 | 28.8 | |
| 1996 | 8.4 | 1.0 | 3.8 | 5.2 | 22.9 | 21.1 | 7.9 | 29.7 | |
| 1995 | 7.5 | - | 2.0 | 4.4 | 23.7 | 22.8 | 8.4 | 31.2 | |

(Source: Tobacco Institute of Japan)

Trade

Japan's total cigarette imports in 2001 dropped 1.6%, from 83,478 million pcs. in 2000, to 82,125 million pcs. The

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U.S. share of imports declined 2.0% from the previous year, but still accounted for 95% of Japan's import volume. While the U.S. continued to account for 95% of Japan's \$2.0 billion (Japan's customs basis) cigarette imports, U.S. shipments to Japan dropped 18% in 2001. Japanese cigarette exports were 21 billion pieces in 2001, up 47% from the previous year. Principle export destinations were Taiwan, South Korea, and Singapore, with 51%, 21%, 13% of exports, respectively. In value, Japanese cigarette exports totaled \$239 million (Japan's customs basis) in 2001, up 44% from the previous year.

Import Trade Matrix

| Import Trade | | | |
|-------------------|------------|----------------|--------------|
| Matrix | | | |
| Country | Japan | | |
| Commodity | Tobacco, | | |
| | Mfg., | | |
| | Cigarettes | | |
| Time period | Jan-Dec | Units: | Million P'cs |
| Imports for: | 2000 | | 2001 |
| U.S. | 79713 | U.S. | 78112 |
| Others | | Others | |
| Germany | 1943 | Germany | 2163 |
| United Kingdom | 1190 | United Kingdom | 945 |
| China | 233 | China | 468 |
| Malaysia | 144 | Malaysia | 125 |
| Austria | 80 | Switzerland | 106 |
| Netherlands | 68 | Netherlands | 71 |
| Indonesia | 47 | France | 38 |
| France | 26 | Austria | 37 |
| Poland | 11 | Indonesia | 34 |
| Switzerland | 10 | Poland | 8 |
| Total for Others | 3752 | | 3995 |
| Others not Listed | 13 | | 18 |
| Grand Total | 83478 | | 82125 |

Export Trade Matrix

| Export Trade Matrix | | |
|------------------------|---------------------------------|--|
| Country | Japan | |
| Commodity | Tobacco, Mfg., Cigarettes | |

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| Time period | Jan-Dec | Units: | Million P'cs |
|-------------------|---------|----------------|--------------|
| Exports for: | 2000 | | 2001 |
| U.S. | 1203 | U.S. | 1476 |
| Others | | Others | |
| Taiwan | 7386 | Taiwan | 10484 |
| South Korea | 3803 | South Korea | 4307 |
| Singapore | 734 | Singapore | 2721 |
| Hong Kong | 420 | Hon Kong | 974 |
| Iran | 211 | Russia | 279 |
| Guam | 47 | Philippines | 64 |
| Philippines | 33 | United Arab Em | 59 |
| Australia | 33 | Malaysia | 54 |
| Kuwait | 13 | Guam | 35 |
| Belgium | 12 | Australia | 27 |
| Total for Others | 12692 | | 19004 |
| Others not Listed | 66 | | 97 |
| Grand Total | 13961 | | 20577 |

Policy

Manufactured tobacco products, including cigarettes under HS code 240220, are assessed an 8.5% import duty which works out to approximately 290.70 Yen per thousand pieces for cigarettes.

Privatization of JT

The most important policy issue is the continued privatization of JT. In December, 2001, the Diet introduced a bill providing a new framework for government ownership of JT. Since 1985, when the Japanese cigarette market was liberalized and JT's ownership was partially privatized, 33% of JT's stock has been owned by the private sector and 67% owned by the government. Recently, JT has been openly seeking 100% privatization. Pushed by social and political pressures for structural reform under the current Koizumi administration, the Diet introduced a bill that would divest the government of 67% of the company's stock. Indications are that the bill will be enacted during the current Diet's ordinary session, scheduled to run through June, 2002. JT's monopoly rights and responsibilities will not change significantly under the proposed bill. Two key elements of the current bill are,

- Abolish the legal requirement that two thirds of JT's stock be owned by the government and limit government ownership of JT stock to one third of all outstanding stock; and
- Allow JT management to issue new shares, but limit the maximum number of new shares to 1 million.

Underaged Smoking

Increased requirements to minimize underage smoking: Smoking is illegal for minors under 20. This age limit was

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established initially in 1900, and the underlying legislation was amended in 1947, 2000, and 2001. Recent changes have been to strengthen enforcement. For example,

• Store owners and employees may be fined up to 500,000 Yen for selling cigarettes to minors. (Under the revised act of Dec. 2000)

• Retailers must confirm the age of cigarette buyers. (Dec. 2001 act.)

JT's Plan to "Grow the Export Market"

In April, 2002, JT management team announced "Plan-2004," a mid-term business strategy to grow JT's overseas markets. The following are the key strategic assumptions and management policy goals.

- Japan's demand for cigarettes is forcast to deline at an annual average of 1% through 2004, to 308 billion pieces, and JT forcasts their domestic sales will be down 5% by 2004 (from 2001 levels), at 226 billion pieces, or approximately 73% of the market.
- JT is projecting sales growth for its offshore markets of 231 billion pcs. in 2004, up from 215.1 billion pcs. in 2001.
- Fifty-three percent of JT's overseas sales in 2004 are forcast to be from "Global Flagship Brands," including Camel, Winston, Salem, and Mild Seven. The sales target, 123 billion, is a 14% increase from 2001 sales of 107.8 billion pcs.

Marketing and Retail Distribution

Vending Machines: Cigarette Vending Machines remain an important marketing outlet for cigarettes. In 2001, the number of retail cigarette vending machines grew slightly from the previous year to 628,700. The ratio of vending machine to retailer remains at approximately 2/1. Almost 60% of vending machines are leased from cigarette manufacturers, including 80% of outdoor machines (located alongside pedestrian streets and alleys) and 23% of the indoor machines (located inside office buildings and business outlets).

| Number of | Number of Cigarette Vending Machines on the Market(1,000 units) | | | | | | | |
|-----------|---|----------------|----------|--|--|--|--|--|
| Year | Units | Change (units) | % Change | | | | | |
| 2001 | 628.7 | + 2.8 | +0.4% | | | | | |
| 2000 | 625.9 | + 97.2 | +18.4% | | | | | |
| 1999 | 528.7 | + 1.6 | +0.3% | | | | | |
| 1998 | 527.1 | + 21.2 | +4.2% | | | | | |
| 1997 | 505.9 | + 1.4 | +0.3% | | | | | |
| 1996 | 504.5 | + 5.7 | +1.1% | | | | | |

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| 1995 | 498.8 | + 4.8 | +0.9% |
|------|-------|-------|--------|
| 1994 | 494.0 | - 1.0 | -1.0% |
| 1993 | 495.0 | - 0.9 | -0.2 % |
| 1992 | 495.9 | + 6.9 | +1.4% |
| 1991 | 489.0 | - | +13.4% |

(Source: Tobacco Trade Journal)

PSD Tables

Tobacco, Unmfg. Total

| PSD Table | | | | | | |
|------------------------|-------------|-------------|-------------|---------|----------|---------|
| Country | Japan | | | | | |
| Commodity | Tobacco, Un | mfg., Total | | | (HA)(MT) | |
| | Revised | 2000 | Preliminary | 2001 | Forecast | 2002 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 01/2000 | | 01/2001 | | 01/2002 |
| Area Planted | 25135 | 23991 | 24210 | 23411 | 0 | 23720 |
| Beginning Stocks | 241917 | 252255 | 221767 | 231105 | 193967 | 225256 |
| Farm Sales Weight Prod | 65500 | 60803 | 60000 | 60565 | 0 | 60000 |
| Dry Weight Production | 59000 | 54700 | 54000 | 54510 | 0 | 54000 |
| U.S. Leaf Imports | 45000 | 38283 | 40000 | 38372 | 0 | 38000 |
| Other Foreign Imports | 59000 | 55645 | 52000 | 54053 | 0 | 53000 |
| TOTAL Imports | 104000 | 93928 | 92000 | 92425 | 0 | 91000 |
| TOTAL SUPPLY | 404917 | 400883 | 367767 | 378040 | 193967 | 370256 |
| Exports | 150 | 322 | 300 | 784 | 0 | 800 |
| Dom. Leaf Consumption | 72000 | 70500 | 71500 | 63000 | 0 | 60500 |
| U.S. Leaf Dom. Consum. | 55000 | 51000 | 52000 | 45000 | 0 | 45000 |
| Other Foreign Consump. | 56000 | 47956 | 50000 | 44000 | 0 | 43500 |
| TOTAL Dom. Consumption | 183000 | 169456 | 173500 | 152000 | 0 | 149000 |
| TOTAL Disappearance | 183150 | 169778 | 173800 | 152784 | 0 | 149800 |
| Ending Stocks | 221767 | 231105 | 193967 | 225256 | 0 | 220456 |
| TOTAL DISTRIBUTION | 404917 | 400883 | 367767 | 378040 | 0 | 370256 |

Tobacco, Unmfg. Flue-Cured

| PSD Table | | | | |
|-----------|-------|--|--|--|
| Country | Japan | | | |

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| Commodity | Tobacco,Un mfg.,Flue Cured | | | | (HA)(MT) | |
|------------------------|----------------------------------|---------|-------------|---------|----------|---------|
| | Revised | 2000 | Preliminary | 2001 | Forecast | 2002 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 01/2000 | | 01/2001 | | 01/2002 |
| Area Planted | 17131 | 16407 | 16520 | 16112 | 0 | 16250 |
| Beginning Stocks | 125681 | 125681 | 113081 | 113081 | 96481 | 98101 |
| Farm Sales Weight Prod | 45000 | 42217 | 43000 | 41289 | 0 | 41000 |
| Dry Weight Production | 40500 | 38000 | 38700 | 37200 | 0 | 37000 |
| U.S. Leaf Imports | 31500 | 29800 | 29500 | 28800 | 0 | 29000 |
| Other Foreign Imports | 16000 | 14200 | 15000 | 14700 | 0 | 14000 |
| TOTAL Imports | 47500 | 44000 | 44500 | 43500 | 0 | 43000 |
| TOTAL SUPPLY | 213681 | 207681 | 196281 | 193781 | 96481 | 178101 |
| Exports | 100 | 200 | 200 | 480 | 0 | 400 |
| Dom. Leaf Consumption | 45000 | 41500 | 43000 | 39700 | 0 | 39000 |
| U.S. Leaf Dom. Consum. | 36000 | 32000 | 35000 | 34500 | 0 | 34000 |
| Other Foreign Consump. | 19500 | 20900 | 21600 | 21000 | 0 | 21000 |
| TOTAL Dom. Consumption | 100500 | 94400 | 99600 | 95200 | 0 | 94000 |
| TOTAL Disappearance | 100600 | 94600 | 99800 | 95680 | 0 | 94400 |
| Ending Stocks | 113081 | 113081 | 96481 | 98101 | 0 | 83701 |
| TOTAL DISTRIBUTION | 213681 | 207681 | 196281 | 193781 | 0 | 178101 |

Tobacco, Unmfg. Burley

| PSD Table | | | | | | |
|------------------------|-------------------------------|---------|-------------|---------|----------|---------|
| Country | Japan | | | | | |
| Commodity | Tobacco, Unmfg., Burley | | | | (HA)(MT) | |
| | Revised | 2000 | Preliminary | 2001 | Forecast | 2002 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 01/2000 | | 01/2001 | | 01/2002 |
| Area Planted | 7631 | 7244 | 7310 | 6981 | 0 | 7100 |
| Beginning Stocks | 74372 | 74372 | 52572 | 52572 | 33972 | 37172 |
| Farm Sales Weight Prod | 20000 | 17755 | 18000 | 18413 | 0 | 18500 |
| Dry Weight Production | 18000 | 16000 | 16000 | 16600 | 0 | 15500 |
| U.S. Leaf Imports | 12000 | 16000 | 13000 | 12800 | 0 | 13500 |
| Other Foreign Imports | 10000 | 13000 | 16500 | 16400 | 0 | 16680 |
| TOTAL Imports | 22000 | 29000 | 29500 | 29200 | 0 | 30180 |

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| TOTAL SUPPLY | 114372 | 119372 | 98072 | 98372 | 33972 | 82852 |
|------------------------|--------|--------|-------|-------|-------|-------|
| Exports | 0 | 123 | 100 | 200 | 0 | 180 |
| Dom. Leaf Consumption | 24300 | 25000 | 24000 | 23500 | 0 | 23500 |
| U.S. Leaf Dom. Consum. | 17500 | 18000 | 17000 | 16500 | 0 | 16000 |
| Other Foreign Consump. | 20000 | 23677 | 23000 | 21000 | 0 | 20000 |
| TOTAL Dom. Consumption | 61800 | 66677 | 64000 | 61000 | 0 | 59500 |
| TOTAL Disappearance | 61800 | 66800 | 64100 | 61200 | 0 | 59680 |
| Ending Stocks | 52572 | 52572 | 33972 | 37172 | 0 | 23172 |
| TOTAL DISTRIBUTION | 114372 | 119372 | 98072 | 98372 | 0 | 82852 |

Tobacco, Mfg. Cigarettes

| PSD Table | | | | | | |
|-----------------------|-------------|----------------|-------------|---------|-----------|---------|
| Country | Japan | | | | | |
| Commodity | Tobacco, Mf | g., Cigarettes | | | (MIL PCS) | |
| | Revised | 2000 | Preliminary | 2001 | Forecast | 2002 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 01/2000 | | 01/2001 | | 01/2002 |
| Filter Production | 264000 | 256800 | 255000 | 236170 | 0 | 240000 |
| Non-Filter Production | 1250 | 1165 | 1200 | 1070 | 0 | 1085 |
| TOTAL Production | 265250 | 257965 | 256200 | 237240 | 0 | 241085 |
| Imports | 83000 | 83478 | 84300 | 82125 | 0 | 83000 |
| TOTAL SUPPLY | 348250 | 341443 | 340500 | 319365 | 0 | 324085 |
| Exports | 14500 | 13961 | 14300 | 20577 | 0 | 25000 |
| Domestic Consumption | 333750 | 327482 | 326200 | 298788 | 0 | 299085 |
| TOTAL DISTRIBUTION | 348250 | 341443 | 340500 | 319365 | 0 | 324085 |